



ESSEX INSTITUTE

Annual Report

1964 - 1965

ESSEX INSTITUTE ANNUAL REPORT

1964-1965

OFFICERS

ALBERT GOODHUE

President

STEPHEN PHILLIPS

CHARLES S. TAPLEY

Vice-Presidents

ROBERT W. HILL

Treasurer

PAUL T. HASKELL

Secretary

COUNCIL

Term expires 1966:

ALBERT GOODHUE

WILLIAM B. OSGOOD

CHARLES S. TAPLEY

MRS. BERTRAM K. LITTLE

Term expires 1967:

JOHN L. GARDNER

HAROLD D. HODGKINSON

JOHN PICKERING

DAVID P. WHEATLAND

Term expires 1968:

W. HAMMOND BOWDEN

FREDERICK J. BRADLEE

AUGUSTUS P. LORING

STEPHEN PHILLIPS

Term expires 1969:

J. SANGER ATTWILL

ERNEST S. DODGE

PAUL T. HASKELL

ROLLO G. SILVER

STANDING COMMITTEES

FINANCE COMMITTEE

PAUL T. HASKELL, <i>Chairman</i>	ROBERT W. HILL, <i>Treasurer</i>
JOHN L. GARDNER	STEPHEN PHILLIPS
AUGUSTUS P. LORING	JOHN PICKERING
HAROLD G. MACOMBER	CHESTER F. VOORHEES

LIBRARY AND PUBLICATIONS

W. HAMMOND BOWDEN, <i>Chairman</i>	STEPHEN PHILLIPS
ERNEST S. DODGE	ROLLO G. SILVER
RALF P. EMERSON	CHARLES S. TAPLEY
BENJAMIN W. LABAREE	KATHERINE S. THOMPSON
KENNETH B. MURDOCK	DAVID P. WHEATLAND

MUSEUM COMMITTEE

MRS. BERTRAM K. LITTLE <i>Chairman</i>	HAROLD D. HODGKINSON
J. SANGER ATTWILL	DR. GEORGE NICHOLS, JR.
FREDERICK J. BRADLEE	WILLIAM B. OSGOOD
	JOHN PICKERING

HONORARY CURATORS

Honorary Curator of Arms:	RICHARD K. SPRAGUE
Honorary Curators of Clocks:	FRANCIS B. REMON ARTHUR P. SULLIVAN
Honorary Curator of Coins:	LEA S. LUQUER
Honorary Curator of Industrial Manuscripts:	PROF. ABBOTT P. USHER
Honorary Curator of Silver:	MARTHA GANDY FALES

STAFF

DEAN A. FALES, JR.

Director

Managing Editor

Library & Publications

✓ DAVID R. PROPER

Librarian

✓ MRS. CHARLES A. POTTER

Reference Librarian

✓ MISS MARY M. RITCHIE

Library Assistant

no *MRS. PAUL T. MARTIN

Library Assistant

no *DONALD NUTTING

Library Assistant

no *ROBERT T. MOULTON, JR.

Library Assistant

no *TIMOTHY O'BRIEN

Library Page

Museum

✓ MRS. GILBERT R. PAYSON

Curator

✓ *MRS. JOHN HASSELL

Registrar

✓ MRS. EMERSON HUGH LALONE

Museum Assistant

no *MISS MARY HUNTLEY

Museum Assistant

no *MRS. MONTGOMERY MERRILL

House Guide

no *MRS. RAY K. MOORE

House Guide

✓ *MISS PAULA P. PRESCOTT

House Guide

Maintenance

✓ RAY K. MOORE

Custodian

✓ MRS. ROBERT J. BEECHEY, SR.

Housekeeper

*MRS. WILLIAM COOK

Assistant Housekeeper

*JOSEPH O'NEIL

Gardener

✓ EDWARD G. LEONARD

Constable

Administration

✓ MRS. JOHN T. BOYD

Administrative Secretary

✓ MISS BESSOM S. HARRIS

Office Manager

✓ MISS KATHRYN BURKE

Assistant Treasurer

MRS. HUGH NELSON

Administrative Assistant

* Part time

REPORT OF THE PRESIDENT

If my remarks appear not to have the organization and vitality normally associated with the remarks of the President at this occasion, it is because of the recent and most painful loss of an old friend; namely a twelve year molar who had served me faithfully for some thirty-eight years—this bereavement, I fear, has not improved the quality of this report.

On a less personal note, it is with a continuing feeling of wonderment and pleasure that I share with you the benefits of our new exhibition room tonight. Its completion last year was a significant milestone in the rejuvenation of the Institute, and represents the happy culmination of our efforts to make the best possible use of our existing buildings.

One person, more than any other, deserves our gratitude for this project, both when plans were being drawn, and while the work was in progress. This person is William B. Osgood, who served as the Chairman of our Development Committee. Unfortunately, owing to innumerable outside interests in Boston, he has felt that he could not serve the Institute conscientiously and that it was necessary for him to resign from the Council. We shall be ever grateful for his accomplishments and can assure him that we will call on him for advice and assistance in the future.

We also welcome the return of Professor Kenneth B. Murdock to the Council. As a distinguished scholar in the field of American History and Literature, his knowledge and interest are most important at a time when vital decisions affecting the library must be made.

Also at this time I would like to express the thanks of the Institute to Miss Mary Silver Smith for her gift to us of the Assembly House at 138 Federal Street. As you probably all know, this is one of McIntire's finest houses, built in 1782 and remodelled to its present form in 1796.

This is a magnificent gift which we accept with profound gratitude. Hopefully, the house will be open to visitors on a limited scale next year.

The library, together with the museum, houses and publications, comprise the main functions of the Institute. Their operation is the direct responsibility of the Director, whose report will inform you with what ability and competence he and his staff and volunteers have administered our manifold operations. In particular, I would like to single out the enormous amount of work that Dean Fales has done as editor of the *Historical Collections*. Their excellence is due not only to the high quality of articles submitted, but equally to the long hours and careful editing of our Director, who has been ably assisted by Mrs. Boyd.

The responsibilities of the Council rest almost entirely in areas of policy decisions, and in the past year many challenges have been faced and courses of action laid out.

Because of the difficulties involved, easy solutions to complicated problems are not discovered as quickly as some might wish. The accumulations of 117 years are not easily evaluated in terms of their importance in the present and future course of the Institute's function as a Library and Museum. Can we eliminate material of lesser relevance to Essex County without weakening our overall strength? The answer to this and other questions are neither black nor white, but rather a matter of degree, where sound critical judgment is the basic ingredient of any decision.

Mr. W. Hammond Bowden and his Library Committee, working with the staff, have started the immensely difficult job of establishing priorities for retention, elimination, weeding out, and selecting categories in our library where a policy of active acquisition should be pursued. Here we are dealing literally with hundreds of thousands of items, which have been divided into forty-one major categories ranging from 2300 account books dating from the seventeenth century to some 45,000 photographs and negatives from the nineteenth and twentieth century. A start has been made, and the work must continue if our great library is to attain its maximum usefulness and not be strangled by relatively useless and extraneous material.

To a lesser degree, the Museum Committee has been faced with the same problems of emphasis and priorities. Fortunately, the rehabilitation of this room and the incredible transformation of the basement beneath us have provided additional space for exhibitions and orderly storage. In neither category do we have ade-

quate room, and we are hopeful that in the future we can make exhibition galleries of the present offices on the Essex Street side of this building.

Judge Hill will present his report on our financial affairs, but I would like to make a few comments here. We have operated for several years with a budget which is made up before the end of each fiscal year. Although deficits have been an almost constant occurrence, they have not been unexpected and have been close to the budgeted figure. In fact, last year the deficit was \$1,244.49, about \$250 more than the budgeted figure. These deficits, although never welcome, are a measure of the challenge that the Institute must face. The value of the Institute must be appraised by its service to its members and the public. We cannot meet the responsibility of preserving our priceless collections and making them available to a constantly increasing number of people unless we have an adequate staff and well maintained buildings.

Our staff is outstanding, and we receive literally dozens of letters each year from people expressing their appreciation for the assistance they have received.

Fortunately our deficits have occurred during a period of rising security values, but the only lasting solution to the problem is to obtain additional income from bequests, memberships and contributions.

As you all know, the Institute for the past year has been engaged in a fund raising campaign. We all owe a great debt of gratitude to Mr. Frederick J. Bradlee, Mr. Harold Hodgkinson and Mr. John Pickering for their hard work. As of today total cash and securities received amount to \$233,655, with written pledges of \$16,490, or a grand total of \$250,145. In addition, we have been assured by certain individuals that they plan to make specific gifts that will raise the total to over \$300,000.

Of the amount given, \$10,000 is restricted for memorial lectures, \$19,500 for the Pingree House endowment fund, and we received a most generous and badly needed gift of \$25,000 to establish a fund for the purchase of museum objects. Also, our fund raising expenses have amounted to \$12,502.

If we deduct these amounts from the total on hand and pledged we have approximately \$235,000 available for construction projects.

Our goal was and still is to obtain \$1,000,000 over the next three years. The results of our drive thus far are both heartening and short of expectations. We are very grateful to the many people who have given most generously, but we must increase our efforts this year if we are to maintain our momentum and reach our objective.

Building costs have been increasing steadily, and the longer we defer the addition to the library stacks and enlarging the front hall, the greater will be the cost. Would it be foolhardy to proceed with construction now in anticipation of available funds in the future, or should we wait until we have all the money required? This is a question that must be answered by the Council, but in the meantime we must increase our efforts to obtain funds, and as members to give as generously as possible.

This past year has been both challenging and rewarding. It has been a great pleasure for me to have been able to share in the progress of the Institute and I am most grateful to the staff and Council for their loyalty and assistance.

The year ahead presents a great opportunity to bring our plans to reality. This will not be easy and can *only* be accomplished by hard work.

We are all here because we share an appreciation of the great heritage of the Essex Institute and its significance in an uncertain and changing world. The future of the Institute rests in our hands.

The answer to how well we fulfill our obligations lies in the degree of success we achieve in meeting the objectives of the Institute Fund. It is essential that we succeed if we are to preserve our collections properly and serve the public adequately. 1965 is a year of vital importance to the future of the Institute, and we all must share the responsibility for making it a bright milestone in our long history.

Respectfully submitted,

Albert Goodhue

President

REPORT OF THE DIRECTOR

The frenzied flight of time is eagerly anticipated by children, eloquently lamented by poets, and irrepressibly felt by us all. It seems hardly possible that over five and one-half years have passed since we came to Salem, and that this is my sixth annual report. Much has happened during these years, and this can be seen most clearly in the burgeoning numbers of tourists and scholars who visit us. Our membership is up 25% from 1960, visitors to our houses have increased 85%, and overall attendance has climbed 90% during this period. Activities have increased on all fronts, and the eddies of interest have become a giant whirlpool which is as fascinating to behold by the onlooker as it is dangerous to contemplate by those being swept toward its center. However, in an attempt to end this metaphorical terror, we will stop, strenuously tread water, and review the activities at the Institute from April 1964 through March 1965.

Albert Goodhue has already reported on the meaning and progress of the Essex Institute Fund, certainly the most important recent undertaking of the Institute.

I would like to give my deep thanks to our recovering president and the General Chairman of our Fund, Frederick J. Bradlee, for really lighting the fire; to the officers, committee chairmen, and council members for stoking it; to our members for filling the kettle; and to the staff, and especially to Ruth Boyd and Kathryn Burke, who bubble along with me as the temperature rises inside.

Another of our most important undertakings has always been publications, and last year was indeed a banner year in this crucial field. More illustrations were used in the *Historical Collections*, which are now in their one hundred and first volume; and a special Hawthorne issue came out in October, its success largely due to the efforts of a good friend and member of our Board of Editors, Norman Holmes Pearson. One very pleasant reward of our efforts is the fact that good articles continue to come in, and for the first time in years there is a comfortable backlog of material awaiting future publication.

John Wilmerding's book, *Fitz Hugh Lane, 1804-1865, American Marine Painter*, was published during the summer, and Miss Harris says it has become the best seller among our books. Work on the fourth volume of the cumulative index of the *Historical Collections* has increased to the point where one-third of it, or over two hundred pages, has been printed. Our *Catalogue of Publications* was revised and reprinted last summer. Three new colored post cards were issued of the main buildings, the Doll House in the garden, and the painting of the Launching of the *Fame* in 1802; and a great deal of work was done in preparing material of all sorts in connection with the fund drive.

Publications are an activity in which only Ruth Boyd and I normally participate, although we are constantly on the prowl to share our pleasure with other staff members. Activities of a more broadly appealing nature included lectures by Miss Eleanor Broadhead on the Salem Fire, Alec Clifton-Taylor on English Country Houses and Gardens, Milo M. Naeve on the Early Collecting of Americana, and Miss Huldah M. Smith in her farewell appearance as a Smith on The Story of Christmas in Art. Last spring a major production of a guides' course was held, with six lectures given by the staff with the help of three volunteers, Mr. and Mrs. Bertram K. Little and Mrs. Dean A. Fales, Jr. Twenty new volunteer guides joined our ranks, swelling our total number of volunteers to forty-eight, and during the summer, 75% of the coverage in our three houses on the main grounds was provided by the volunteers. We love you all, as we do the retiring co-chairmen of our Ladies' Committee, Mrs. Philip W. Bourne and Mrs. Paul T. Haskell.

Staff changes during the year have been amazingly few. Mrs. Hugh Nelson became an administrative assistant helping with the fund drive; and, as has been previously intimated, on February 6, our Curator formed a permanent alliance with the Director of the Museum of the Society for the Preservation of New England Antiquities. There have been no other name changes on the staff, and the output of each member has been amazing indeed. In the department of extra curricular activities, Huldah Payson's lectures included talks to the Newburyport and Manchester historical societies, The Mothers' Club in Cambridge, and a vocational conference for college students at the Connecti-

cut Valley Historical Museum in Springfield. David Proper fathered three scholarly articles, as well as preparing several extensive releases for local papers. My fourteen lectures during the year included papers at the S.P.N.E.A., the Connecticut Historical Society, the Collectors' Weekend at Old Sturbridge Village, and the Colonial Williamsburg Antiques Forum.

Special exhibitions have included major displays on the Salem Fire last summer and on political campaign materials last fall, as well as smaller displays of Christmas cards, Valentines, and Shaker books and pamphlets. During the Christmas season, fourteen of the famous and charming Lillian Haywood puppets depicting the Nativity were lent by their creator. Overall attendance at the Institute increased over 8,000 to a total in excess of 38,000, a figure which is arrived at through constant, yet highly conservative, means. This is due not only to the general increase of interest in things old, but to the splendid publicity the Institute has received from public media throughout the year, including feature articles in the three Boston Sunday newspapers, the *Salem Evening News*, and a special four-page section which appeared in the Beverly, Gloucester and Newburyport papers.

One of our most treasured special sections is the Museum, and, with attendance increased by 5,000 over a year ago, the pace has definitely quickened for Huldah Payson, Martha Hassell, Dorothy Lalone, and Mary Huntley. Requests for information and special work with the collections have increased from visitors, groups, and scholars. A near record of 568 gifts and purchases have been processed during the year; and the moving of our ceramics and glass collections to a decent permanent storage area in the basement has continued, as has the sorting and cataloguing of these objects. A new study area has been made available for our huge collection of early tools, and more sorting and cataloguing of our political badges and prints have been accomplished.

All this could not have been done without the help of our Museum volunteers and Honorary Curators; and to Mrs. James H. Cannon and Mrs. Kenneth Strachan go our thanks, as they do to our triumphant trio of Messrs. Sargent Bradlee, James R. Hammond, and Ross Whittier. Loans of objects during the year

were made to the Derby House, Woodbridge House, and the Peabody Museum in Salem; to Glen Magna Farms in Danvers; and to the Wenham Historical Association and Museum. Other loans were made to the First Congregational Church in Hamilton, to the Currier Gallery of Art in Manchester, New Hampshire, and to the Bowdoin College Museum of Art in Maine.

Progress has continued in the proper conditioning and restoring of our most important objects. In addition to the constant and continuing miracles wrought inside and out by Mrs. Beechey, Mrs. Cook, and Mr. O'Neil, Mr. Moore, through great patience and his knowledge of liquid resins, completely restored the large McIntire eagle made for the west gate of Washington Square in 1805, rescuing this most important bird from an accelerated state of rot. Three pictures were professionally restored, and the arduous work of fitting together the witch jail beams has begun. These are being prepared to be installed in our new entrance hall addition when the time comes. Work has also been started on the restoration of the marine scene painted by Corné in the cupola in the garden, this made possible by an extremely generous gift from the Salem Marine Society.

Gifts to the Museum have included two large batches of old textiles from Mrs. Eugene Record and from Gordon Abbott. Mr. and Mrs. Willard C. Cousins gave an extensive group of woodenware and other kitchen equipment from their wondrous collection to the Crowninshield-Bentley House, and Henry Francis du Pont gave an early tavern table to the house. The Museum of Fine Arts, through the bequest of Maxim Karolik, passed on to the Institute many objects associated with the Derby, Pickman, and Rogers families, including a fine English watch made by Christopher Gould about 1700, which was owned by the Rev. Nathaniel Rogers of Ipswich.

A pre-Revolutionary period portrait of Lieutenant Colonel David Mason was given by Samuel Prescott Fay, and Roger K. Eastman presented a portrait of Cyril French painted in the 1840's by Thomas Bayley Lawson. Very important Devereux and Waters family portraits were bequeathed to us by William Crowninshield Waters, together with two pieces of local seventeenth-century furniture, and other objects including a stunning sixteenth-century carved oak English cupboard. Francis L.

Kellogg gave to the Museum an extremely fine Massachusetts seventeenth-century chest of drawers formerly in the collection of Dwight Prouty of Boston, one of the pioneer collectors in this area. From the bequest of Miss Alice T. Endicott, the Institute was left a number of objects, including one of the best Salem Sheraton serving tables known with carving attributed to McIntire and a handsome large Sheraton looking glass.

Rollin P. Stoddard donated a very large set of matched bridal seed pearls, worn first by Eleanor (Coffin) Derby in 1801; and Miss Elizabeth Saltonstall gave a mourning pin for Leverett Saltonstall, the first Mayor of Salem, who died in 1845. Other gifts included a group of ceramics and pewter from Mrs. Helen M. Clapp; a small trunk which belonged to Judge Jonathan Corwin, according to family tradition, from Jonathan Coles; and three Chinese spoons owned originally by Elizabeth Cook Hunt from Goddard M. White.

Significant purchases have included a silver reward of merit medal made by William Moulton of Newburyport in 1819, a painting of Plum Island by Lorenzo Somerby done in 1854, and a very fine pair of early nineteenth-century andirons and matching fire tools made by Noyes and Cummings of Salem—the only known marked Salem brass andirons yet discovered.

Work in and on our houses has continued. The wooden trim of the Pingree House was repainted, as was the iron fence in front of the Crowninshield-Bentley House. Generous donations from Mrs. George Nichols and Dr. George Nichols, Jr. have enabled us to do more needed work inside the Peirce-Nichols House, including the reupholstering of the window seats and small sofas in the large east parlor.

In the Library, circulation increased, not only in printed material, but also in David Proper, Dorothy Potter, Mary Ritchie, and their part-time confreres in competently keeping up with everything. Attendance grew, and requests for information by mail have mushroomed. Consolidation and cataloguing have continued, however. Our nineteenth-century periodical files have gelled to a great degree, and the backlog of uncatalogued material has finally been reduced to a surveyable twig. Much needed oversize shelving for our Essex County material has been constructed, and detailed shelf reading of many of our major col-

lections has been completed for the first time in years. The micro-filming of transcripts of early witchcraft material has been completed, and a continuing program of filming earlier years of the *Salem Evening News* has progressed. The Library Committee has also started a needed review of our holdings and policies, and a splendid major preliminary report was prepared by David Proper.

Genealogy, marine history, and witchcraft continue to be the most popular fields of investigation among users of the Library, and extensive scholarly work has been done on Joseph Story and on the letters of John Greenleaf Whittier. Salem State College students have used the Library for special class work on maritime history and witchcraft.

Loans of Library materials were made to the First Church, Danvers, to the Baltimore Museum of Art, and to the American Antiquarian Society.

Volunteers to the Library have included Ruth R. Ropes, our star boarder, and Mrs. Ralf P. Emerson, Mrs. Elizabeth Flanders, Eloise Como, and Mary Elizabeth Copeland, all of whose help has been invaluable. A start has been made in the sifting through of our local newspapers, and many triplicate and quadruplicate copies of the *Salem Gazette* have been deposited with historical societies in the area. As Mrs. Potter has catalogued boxes of our manuscripts, we have been able to make another report to the National Union Catalogue of Manuscripts Collections at the Library of Congress.

Library acquisitions have totaled the staggering number of 2,234, and this figure does not enumerate individually the contents of fifteen boxes of manuscripts which were gifts. Large clutches of early family papers were given by Mrs. Robert B. M. Barton, Mrs. James R. Hammond, Mrs. Edward H. Osgood, and Mrs. Eugene Record. Mrs. William Henry not only added to our collection of Mason family papers, but wrote an article for the *Quarterly* on part of them. Miss Elizabeth Farnham and Miss Ruth R. Farnham gave a large group of Rogers and Bowker papers and set what we hope will become a precedent by contributing funds for their proper housing and cataloguing. Dr. Walter G. Phippen gave the minutes of the Salem Fire Relief Committee of the Health Department, set up after the Salem fire in 1914, one

of a number of gifts we received of memorabilia relating to the fire; and Henry L. Shattuck donated a fascinating group of detective agency reports dealing with house breaks in the 1890's at Beverly Farms.

A large group of family manuscripts and books came to us as a bequest from William C. Waters. Stephen Phillips donated a handwritten copy of Watts' *The Psalms of David*, handsomely done in 1727 by John Gerrish of Salem. Gifts of printed material included almost two hundred local nineteenth-century musical programs from the Harvard College Library Theatre Collection, and many other organizational gifts and deposits. Mrs. Richard French gave the Institute material relating to her family, and Dr. George G. Raddin and John J. Raddin did much to aid in the collecting and housing of this material. Miss Helen Hagar donated over fifty nineteenth-century rewards of merit, and Dr. and Mrs. Henry E. Meleney gave us a wonderful 1627 London edition of *The Whole Book of Psalms* in a handsome seventeenth-century embroidered cover.

Purchases included a 1685 Indian deed to a part of the Lynn marshes; a copy of the first edition, first state, of Hawthorne's *Marble Faun*, with letters from Hawthorne and William Wetmore Story included; a very fine set of eighteenth-century engravings of Chinese gardens by Le Rouge for the China Library; a letter by Nathaniel Saltonstall in 1694 regarding troop movements in Newbury; a copy of William and James Pain's *British Palladio*, a book of architectural designs used by McIntire; and three lists of soldiers, mostly men from Essex County, who served at Fort Mary in Sacco Falls, Maine, between 1694-1696.

Reading off long lists of acquisitions can be a dizzying experience. The list can be almost endless, and doing justice both to the object and the donor can be frustrating indeed. The whirlpool quickens again; yet through an English watch, a health committee report, an Indian deed, a serving table, a pair of andirons, a seaman's letters, a mourning pin, a Chinese engraving, a list of troops, and a silk from France we can see why we are and what we are. The past of Essex County is truly a window on the world, and all that we can do to see this view more clearly is ultimately for our own good. This is why a staff can be so devoted; this is why a council can work so hard; and this is why our plans

must be accomplished—so that we can justify not only our forbears, but indeed ourselves.

Respectfully submitted,

Dean A. Fales, Jr.

Director

REPORT OF THE TREASURER

In submitting to you my Ninth Annual Report as your Treasurer for the fiscal year which ended March 31, 1965, I am happy to tell you again that the Institute is in excellent condition, financially and otherwise.

Its assets are rapidly expanding; gifts from generous members and friends are being received in very substantial amounts, some in cash but most of them in securities; legacies are being paid us from estates of loyal members and friends; and the Treasurer's office has been kept busy in determining whether to sell the securities and add the proceeds to our principal cash on deposit at interest or to retain the securities and add them to our portfolio, meanwhile making certain that proper and appropriate acknowledgments of the gifts are made. As a result of these gifts and legacies, our principal assets have now a book value of \$1,236,314.75, an increase of \$171,792.73 over a year ago. We have truly appreciated these gifts and have accepted them as an assurance of the stability and strength of the Institute. We have retained the securities whenever they have been deemed appropriate for our investment portfolio.

Through diligent efforts and careful management, we were enabled to build and pay for the additions and improvements you witnessed last year and, since then, under the leadership of Messrs. Frederick J. Bradlee as General Chairman, Harold D. Hodgkinson and John Pickering as Associate Chairmen, of a Fund Raising Committee, and the inspiring coöperation of our President, we have secured very substantial gifts and pledges in a most encouraging total, and the campaign is still progressing. We have really only made a beginning, but we need several hundred thousand dollars additional to do the magnificent job we have planned. So please give the solicitors a sympathetic ear when they call.

With the increased endowment and income, the demands for operating expenditures have also increased. These expenditures have been made with the result that the operation of the

Institute and its value to its members and visitors have been enlarged. However, we closed the year with an operational deficit of \$1,244.49. This was charged against principal surplus, leaving that item still very large; namely, \$234,698.43.

During the year we received and added to our principal various sums, the most noteworthy being as follows:

For the Pingree House Endowment Fund, we received \$19,500.00 from four members of the family, thereby making the total of the Fund, \$84,066.17.

\$10,062.58 was received, the income to be expended for two annual lectures, one in memory of George S. Parker and one in memory of Margaret Nowell Graham.

Two gifts of \$5,000.00 each were unrestricted as to principal and income.

Eight have taken out life memberships at \$250.00 each.

We received 140 shares of General Motors Corporation, valued at \$13,448.75 in final distribution of the du Pont stock under decree of the Court.

Two \$1,000.00 bonds were called. \$10,000.00 American Telephone and Telegraph bonds were purchased.

90 shares of American Telephone were purchased at \$100.00 each with the rights previously issued.

Many stock dividends were received and smaller lots were purchased with rights.

As I have previously stated, many securities were given the Institute in connection with this campaign. A few were retained but most of them were sold, and all have been received with grateful thanks.

Stephen Phillips continued his very generous financial support of the Institute with substantial gifts for the new library addition.

The Trustees under the will of James Duncan Phillips paid us income amounting to \$15,673.75, one-half of which was restricted as to its application and the other half available for our operating expenses.

Since the close of the fiscal year, hence it will not appear in this report, one individual gift of \$25,000.00 has been received. You will undoubtedly learn of this from some of the other reports tonight, as it is well worthy of grateful mention.

In our current operations, the highlights of our income were from the following sources:

Invested Funds \$73,695.22 (an increase of \$4,317.26 over last year)

Sales \$5,765.54 (up \$1,850.84 over last year)

Admissions \$2,257.70 (an increase of \$34.25 over last year)

Annual Dues \$9,557.50 (an increase of \$567.50 over last year)

These figures rather tell the story. Our invested funds are steadily growing and the income from them is correspondingly increasing. It helps our operating statement less than you might expect as the income from the funds acquired during the current campaign is being added to the principal. Accordingly, approximately \$16,000.00, or 25.392%, of our income is not available for our general operations, being so restricted.

\$936.25 was given us to be expended for specific purposes and was so spent, and \$3,361.92 was given us for acquisition of objects in the Crowninshield-Bentley House, repairs in the Peirce-Nichols House, repair of marine objects and purchase of museum objects.

Our bonds this last year earned 4.0511% on their book value of \$578,725.36, and 4.1329% on their market value of \$567,261.88, which is now only \$11,463.48 below the book value. Our stocks earned 9.4762% on their book value of \$485,595.27, but only 2.957% on their market value of \$1,556,097.38, which market value exceeds their book value by the very encouraging amount of \$1,070,502.11.

A Treasurer's report should at least include a balance sheet. Ours is very incomplete as from time immemorial it has been confined only to certain phases of our condition. At the end of this report a Condensed Balance Sheet and Condensed Income Account are shown as carried on our books at the close of our year on March 31, 1965. It at least is interesting and gives a fairly good picture of our financial condition.

As we are not a commercial corporation doing business and depending for credit on a balance sheet showing the excess of assets over liabilities, we have never particularly featured all our principal assets. With our savings and commercial bank deposits,

our invested funds—the market value of which exceeds the book value by a million dollars—and the valuable real estate owned by the Institute, our assets could well approximate two million dollars. This does not include the priceless objects in the museum, library and Institute buildings, on which we can place no value. Do you wonder that I started my report with a statement that the Institute is in excellent condition? And yet we cannot eat the brick, mortar and wood of the real estate, and we can use for our maintenance and operation only the income of most of our invested funds. We could not afford to make the substantial renovation already made and the elaborate changes and additions under contemplation without large and generous gifts to be expended for this purpose. These gifts are coming in most encouraging volume and we confidently expect that the funds needed to do this expansion job effectively will be forthcoming.

I acknowledge with appreciation the coöperation I have received from the President, Director, and members of the Finance Committee, and especially from Bessom Harris and Kathryn Burke of the Financial Department of the Institute, who have proven invaluable.

The Treasurer's books and accounts, the insurance policies and securities of the Institute, have been examined and carefully audited by Harris S. Knight, C.P.A., of Salem, and his report has been duly submitted to the President and the Finance Committee.

Respectfully submitted,

Robert W. Hill

Treasurer

CONDENSED BALANCE SHEET

March 31, 1965

Cash	\$ 33,673.59	
Savings Bank Deposits	171,994.12	
Bonds—Book Value	578,725.36	
Stocks—Book Value	485,595.27	
Real Estate	477,894.64	
Overexpended Income Account	132.00	
Overexpended Principal Account	12,502.12	
	<hr/>	
Total		\$1,760,517.10

FUNDS

Funds—Principal and Income Restricted	232,491.73	
Funds—Principal Invested Income Restricted	335,857.81	
Funds—"Margaret Duncan Phillips Fund"	21,277.35	
Funds—Principal Invested Income Unrestricted	331,803.96	
Funds—Principal and Income Unrestricted	577,547.92	
Surplus Principal	234,698.43	
Income Accounts	26,839.90	
	<hr/>	
Total		\$1,760,517.10

CONDENSED INCOME ACCOUNT

Investments	73,695.22	
Dues	9,557.50	
Other Income	27,235.96	
	<hr/>	
TOTAL INCOME		\$110,488.68
Deduct:		
Miscellaneous Income Credited to		
Restricted Income Accounts	11,918.33	
Restricted Income from Investments	19,167.22	
	<hr/>	
		31,085.55
		<hr/>
		79,403.13
Add:		
Restricted Income available for		
General Operations		3,753.45
NET INCOME AVAILABLE FOR GENERAL PURPOSES		\$83,156.58
EXPENDITURES:		
Corporation	6,161.66	
Salaries	61,024.16	
Buildings and Grounds Expense	8,282.80	
Publication	3,799.24	
Houses	2,197.93	
Miscellaneous	2,935.28	
	<hr/>	
		84,401.07
		<hr/>
INCOME OVEREXPENDED		(\$1,244.49)

FUNDS—PRINCIPAL AND INCOME RESTRICTED

March 31, 1965

New Library Addition		\$48,329.88
Renovation and Development Fund		
Established October 1962	62,398.51	
Transfer from Essex Institute Funds		
Principal and Income Unrestricted		
Preservation and Expansion Fund	1,367.00	
	<hr/>	
TOTAL FUND		63,765.51
Essex Institute Fund		
Established April 1964		
(Donors, See p. 28)	119,530.34	
Transfer from Essex Institute Funds		
Principal and Income Unrestricted		
Preservation and Expansion Fund	866.00	
	<hr/>	
TOTAL FUND		120,396.34
		<hr/>
		\$232,491.73

THE MARGARET DUNCAN PHILLIPS FUND

Income for Publication Dept. after 10% of income
is added to Principal

Balance April 1, 1964	\$21,093.69
Income 1964-1965-\$1,836.72—	
\$1,653.06 to Publication Dept.—	
10% or 183.66 to Principal	183.66
	<hr/>
	\$21,277.35

FUNDS—PRINCIPAL INVESTED—INCOME RESTRICTED

March 31, 1965

NANCY D. COLE—"Ichabod Tucker Fund"	
"Historical Department and purchase of books and binding"	5,000.00
NANCY D. COLE—"Thomas Cole Fund"	
"Purchase of books and apparatus for the Micro- scopical Department and for the Library"	5,000.00
ESSEX HISTORICAL SOCIETY	
"Historical Purposes"	700.00
ESSEX COUNTY NATURAL HISTORY SOCIETY	
"Natural History or Horticulture"	700.00
AUGUSTUS STORY	
"Purchase, Preservation and Publication of his- torical material, proceedings and memoirs"	10,000.00
✓ JAMES A. EMMERTON	
"Support of Historical Collections"	10,000.00
MARTHA G. WHEATLAND	
"Purchase of books for Library"	10,800.00
SALEM LYCEUM	
"Support of Free Lectures"	3,000.00

WM. MACK, M.D.	
"Purchase of rare and expensive works of merit in medicine and surgery"	5,000.00
HARRIET P. FOWLER	
"Salary of an assistant librarian who shall have charge of donations made by Miss Fowler"	3,000.00
FREDERICK LAMSON	
"Purchase of objects for museum, illustrating early New England life and customs"	1,000.00
ELIZABETH C. WARD	
"Purchase of books and pictures relating to China and the Chinese"	9,000.00
LYDIA A. VERY—"Jones and Washington Very Memorial Fund	
"Acquisition, care and preserva- tion of books and manuscripts of Es- sex County authors, also care and maintenance of cemetery lot."	24,450.03
CROWNINSHIELD-BENTLEY HOUSE ENDOWMENT FUND	
Established March 1964 by gift of Mr. and Mrs. Fred- erick J. Bradley	5,090.75
CAROLINE R. DERBY	
"Care of Derby Tomb, balance to be used for general purposes"	500.00
ALDEN PERLEY WHITE	
"Purchase of books"	1,136.11
WM. GRAY BROOKS	
"Purchase of books for Library"	500.00
HENRY W. BELKNAP	
"Purchase of objects for Museum"	1,000.00
ELIZABETH R. VAUGHAN	
"Care of Doll House"	3,000.00
CROWNINSHIELD-BENTLEY HOUSE FUND	
Established April 1959	66,856.67
THE PARKER CHARITABLE FOUNDATION	
Annual lecture in memory of George S. Parker	5,000.00
MRS. CHARLES P. HOWARD	
Annual lecture in memory of Margaret Nowell Graham	5,062.58
JOHN WARD HOUSE FUND	
Established May 1961	4,670.12
PEIRCE-NICHOLS HOUSE MEMORIAL	38,325.38
PINGREE HOUSE	
Gift of Anna P. Phillips, Richard Wheatland, Stephen Wheatland, David P. Wheatland, Lucia P. Fulton, Anna Ordway, Martha Ingraham, and Stephen Phillips	30,000.00

PINGREE HOUSE ENDOWMENT FUND

Gift of Anna W. Ordway, Stephen Phillips,
David P. Wheatland, Lucia P. Fulton, Stephen Wheat-
land, Mary K. Wheatland, and Martha Ingraham

84,066.17

STEPHEN W. PHILLIPS BEQUEST

"Purchase of books and manuscripts and preser-
vation of same"

3,000.00

 \$335,857.81

FUNDS—PRINCIPAL AND INCOME UNRESTRICTED

March 31, 1965

Benefactors:

George L. Ames	\$122,224.65
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Francis B. C. Bradlee	1,000.00
Mary Endicott Carnegie	10,000.00
Sarah A. Cheever	500.00
William J. Cheever	20,000.00
Mary S. Cleveland	3,828.14
Walter Scott Dickson	35,393.11
Abby W. Ditmore	1,500.00
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Mary Eliza Gould	11,512.24
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Elizabeth Wheatland	7,626.66
Abigail O. and Mary E. Williams	500.00

Funds:

Essex Institute Preservation and Expansion	4,402.97
Safford House	33,947.57

577,547.92

FUNDS—PRINCIPAL INVESTED—INCOME UNRESTRICTED

March 31, 1965

*General Endowment Funds**Benefactors:*

William Agge	100.00
William Gardner Barker	400.00
Charles Hastings Brown	200.00
Charles Davis	5,000.00
George B. Farrington	25,129.86
Jennie K. Hyde	5,000.00
Clement Stevens Houghton	500.00
Harriet Rose Lee	2,000.00
Dr. Edward D. Lovejoy	10,000.00
John Peabody Monks, M. D.	1,000.00
Harold Peabody	500.00
Robert Peele and Elizabeth R. Peele	2,120.00
Margaret D. Phillips	1,000.00
Stephen Phillips	2,000.00
David Pingree	5,000.00
Arthur W. West	5,000.00

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Mrs. Franklin Green Balch, Mrs. Charles Pickering Bowditch, Miss Cornelia Bowditch, Ingersoll Bowditch, Mrs. Ernest Amory Codman	NATHANIEL BOWDITCH 1773-1838	1,000.00

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Mrs. Francis Ward Chandler	HENRY TUCKER DALAND	100.00
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From his descendants	NATHANIEL FROTHINGHAM	1,000.00
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Charles Stuart Osgood	CHARLES STUART OSGOOD	3,000.00
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Thought and Work Club	KATE TANNATT WOODS	25.00
Life Membership Fund		19,000.00
Manuscript Preservation		1,000.00
Original Account		500.00
		<hr/>
		\$331,803.96

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 Daniel Low and Company
 Danvers Historical Society
 de Laittre, Mrs. Karl
 Doucet, Mrs. Oliver L.
 Doucette, Rita
 Drexel Enterprises
 Duggan, William
 Ehrenfried, Dr. Albert, Estate of
 Emerson, Mrs. Ralf P.
 Essex Historical Society
 Fales, Mr. and Mrs. Dean A., Jr.
 Farnham, Elizabeth R.
 Farnham, Ruth R.
 Fetzer, John E.
 Foley, Daniel
 Franklin Watts, Inc.
 French, Mrs. Richard
 Fulton, Morrissey Company
 Gauss, John Whitcher
 Glazier, Prentiss
 Goldsmith, A. F., and Company
 Goldsmith, Harold
 Goodhue, Mr. and Mrs. Albert
 Grilley, Virginia
 Grolier Club, New York
 Grower, Mrs. Harry E.
 Guide Publications, Inc.,
 Plymouth, Mass.
 Hagar, Helen
 Hammond, James R.
 Harmony Grove Cemetery
 Harris, Bessom S.
 Harvard College Library,
 Theatre Collection
 Harvard Graduate Society for Ad-
 vanced Study and Research
 Harvard University Press
 Haskell, Mrs. Paul T.
 Haywood, Mrs. S. Lillian
 Hebard, Franklin A.
 Henry, Mrs. William A.
 Henry E. Huntington Library and
 Art Gallery
 Historic Salem, Inc.
 Hodgkinson, Harold D.
 Holt, Mrs. Carlyle H.
 Holyoke Mutual Fire Insurance
 Company
 Huntley, Mary
 Hutchins, Mrs. Fernand
 Ipswich Heritage Trust
 Jacobs, Carl
 Johnson, Grace
 Kaster, Dr. Joseph
 Kent, Mrs. Gertrude B.
 Kinsella, Mrs. James

- Lalone, Mrs. Emerson H.
 Langmaid, Bradshaw
 Liturgical Press, The
 Lucas, Lt. Col. Joseph Loring
 Lunt, Thomas B.
 McArthur, Mrs. Selim W.
 Maine Historical Society
 Mansur, Frank L.
 Marblehead Reporter
 Marder, Marjorie M.
 Marsh, Mr. and Mrs. James A.
 Martin, Mrs. Paul T.
 Massachusetts Historical Society
 Mathes, R. C.
 Mathes, Ruth E.
 May, Mrs. Herbert A.
 Mitchell, Mrs. Charles J.
 Mlot-Mroz, Jozef
 Moore, Robert A.
 Moulton, Robert T.
 Murphy, Mrs. Ray D.
 Murphy, Richard J.
 Meleney, Dr. and Mrs. Henry E.
 Museum of Fine Arts, Boston
 Mystic Seaport Library
 National Historical Museum,
 Taipei, Taiwan, China
 New England Historic Genealogical
 Society
 Newcomb & Gauss
 Newcomen Society of North
 America
 Newmark, Abraham
 Newmark, Joseph
 Newmyer, R. Kent
 Nicastro, Pasquale
 Nichols, Millicent M.
 Ohio State University
 O'Keefe, Joseph A.
 Osgood, Mrs. Edward H., Sr.
 Osgood, Herbert T.
 Osgood, Mary E.
 Otis, Mary
 Owen, Barbara
 Parker, Franklin
 Parker, Mrs. George S.
 Parsons, Robert
 Payson, Mr. and Mrs. Gilbert R.
 Peabody Museum
 Peale Museum, Baltimore
 Perley, Eleanor
 Phillips, Stephen
 Phippen, Dr. Walter G.
 Pickard, Prof. John F.
 Pickering, John
 Pierce, Richard S.
 Pinkham, Daniel R.
 Potter, Mrs. Charles A.
 Proper, David R.
 Proper, Stanton H.
 Rantoul, Harriet C.
 Ritchie, Mary
 Roads, Wilson
 Romaine, Lawrence B.
 Roosa, Mrs. Adelaide Norton
 Ropes, Ruth R.
 Ross, Katherine W.
 Salem Chamber of Commerce
 Salem Rubber Company
 Salem Y.M.C.A.
 Shattuck, Henry L.
 Sherman, Paul H.
 Smith, Peter
 South Dakota Historical Society
 Southern Illinois University
 Spear, Mrs. Tyler W.
 Starkey, Marion L.
 Stensrud, Mrs. Clarence
 Stevens, John G.
 Stirchfield, Roger A.
 Sturtevant, Merle
 Swampscott Public Library
 Tanch, Mrs. Emery P., Jr.
 Tapley, Harriet, Estate of
 Torrey, Madeleine R.
 Towne, Walter H.
 True, Mrs. Russell Marston
 Trumbull, James C.
 United Church of Christ, The
 U.S. Dept. of Health,
 Education, and Welfare
 U.S. Dept. of the Interior,
 National Park Service
 U.S. Navy
 University of Florida
 University of North Carolina Press
 Upton, Eleanor S.
 Upton, Margaret F.
 V. H. Tatum and Associates
 Voorhees, Chester F.
 Walker, Harold S.
 Wandschneider, Mrs. F. W.
 Ward, Harry W.
 Waters, William Crowninshield,
 Estate of
 Wells, Robert
 Wenham Historical Association and
 Museum, Inc.
 Wetherbee, David K.
 Wheatland, David P.
 Wheeler, Doris Anne
 Whittier, Ross
 Wilson, Frederick R.
 Wise, DeWitt D.
 Woman's Friend Society, Salem
 Woodbury, Ruth A.
 Woodwell, Roland W.

NECROLOGY

	<i>Date Elected</i>	<i>Date Deceased</i>
Ayer, Mrs. James B.	Dec. 10, 1957	
Bacon, Mrs. Gaspar G.	Mar. 6, 1962	Mar. 1965
Bates, Charles Howard	June 7, 1920	Oct. 18, 1964
Black, Everett H.	Apr. 9, 1957	Jan. 7, 1965
Bowditch, Harold, M. D.	June 8, 1943	Aug. 6, 1964
Dodge, Robert G.	Oct. 8, 1957	
Endicott, Alice Thorndike	Oct. 2, 1922	Oct. 19, 1964
Ewell, William Stickney	Mar. 13, 1945	July 27, 1964
Foote, Rev. Henry Wilder	Dec. 2, 1929	Aug. 27, 1964
Gauss, John Whitcher	July 17, 1922	Mar. 22, 1965
Gifford, Mrs. Josiah Hayward	Aug. 20, 1935	May 20, 1964
Hoover, Hon. Herbert	May 9, 1944	Oct. 20, 1964
Johnson, Mrs. Henry Rust	Feb. 2, 1925	June 3, 1964
Lawrence, John Silsbee	Jan. 5, 1920	
Meldrum, Elizabeth D.	Oct. 9, 1945	Jan. 5, 1965
Merrill, George Elwin	Feb. 11, 1936	Mar. 3, 1964
Parker, Mrs. George Swinnerton	Oct. 3, 1927	Sep. 18, 1964
Phillips, Mrs. William	Aug. 20, 1935	Jan. 7, 1965
Pickman, Dudley Leavitt	Dec. 1, 1919	Apr. 11, 1964
Pingree, Sumner	June 12, 1945	Feb. 18, 1965
Reardon, Robert W.	May 11, 1943	Jan. 19, 1965
Rose, Mrs. Eugene W.	Sep. 13, 1955	Dec. 22, 1964
Smith, Mrs. Joseph Newton	Aug. 8, 1922	June 2, 1964
Thompson, Mrs. Alvah P.	Apr. 13, 1943	Feb. 21, 1965
Todd, Sarah Marshall	Nov. 9, 1937	Dec. 12, 1964
Tuckerman, Mrs. Sears	Sep. 13, 1955	Oct. 2, 1964
Tudor, Mrs. Henry D.	Oct. 15, 1935	Dec. 1, 1964
Waters, William Crowninshield	Jan. 16, 1893	Sep. 19, 1964
Whitman, Mrs. William	Apr. 7, 1930	Aug. 25, 1964

Phillips Library



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